

Finding and Winning Simplified Acquisitions™



Shorter procurements, lower costs and a preference for small business makes these low-hanging fruit.





Guy Timberlake is an experienced veteran of federal contracting with three decades of insights, instincts and relationships. Supporting the manufacture of critical communications and data collection systems during the first Gulf War was his introduction to government contracting. From Manufacturing and Operations he grew to successfully manage customer-facing and revenue-generating roles of responsibility for several small civilian, defense and intelligence contractors.

Guy and his wife, Margaret, founded **The American Small Business Coalition** in 2004. As the Chief Visionary and CEO he is focused on the continual building of **information** and **relationships** to aide members and clients in developing **access** to viable growth opportunities.

As creator of the proven **Ethical Stalking for Government Contractors™** programs, Guy facilitates **real-world** business development and competitive intelligence education, training and advisory support to small, mid-tier and large companies and Government organizations.

Guy serves on the Board of Directors for **American Freedom Foundation**, **AFCEA International** and is a Technical Advisor and Subject Matter Expert for the **Maryland Defense Network**.



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 410-381-7378 x200

A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking out of a doorway. The scene is dimly lit, with light coming from the doorway. A door handle is visible on the door to the left.

Me and Simplified Acquisitions

// archives

simplified acquisition

This tag is associated with
108 posts

What Agencies Buy When Companies Win \$250,000 in Federal Contracts

POSTED BY GOVCONCHANNELCHIEF - OCTOBER 14, 2015 - [LEAVE A COMMENT](#)

Understand how agencies leverage PSC Codes in procurements? This companion piece to my '8 Ways Companies Win \$250,000 in Federal Contracts' article takes a look at the top Product and Service Codes referenced by agencies for the \$29 billion small business spend. [Continue reading](#) →

Top NAICS Codes by Spending for '8 Ways Companies Win \$250,000 in Federal Contracts'

POSTED BY GOVCONCHANNELCHIEF - OCTOBER 14, 2015 - [LEAVE A COMMENT](#)

This companion piece to my '8 Ways Companies Win \$250,000 in Federal Contracts' article takes a look at the top NAICS Codes referenced by agencies for the \$29 billion small business spend. [Continue reading](#) →

8 Ways Companies Win \$250,000 in Federal Contracts

POSTED BY GOVCONCHANNELCHIEF - OCTOBER 12, 2015 - [2 COMMENTS](#)

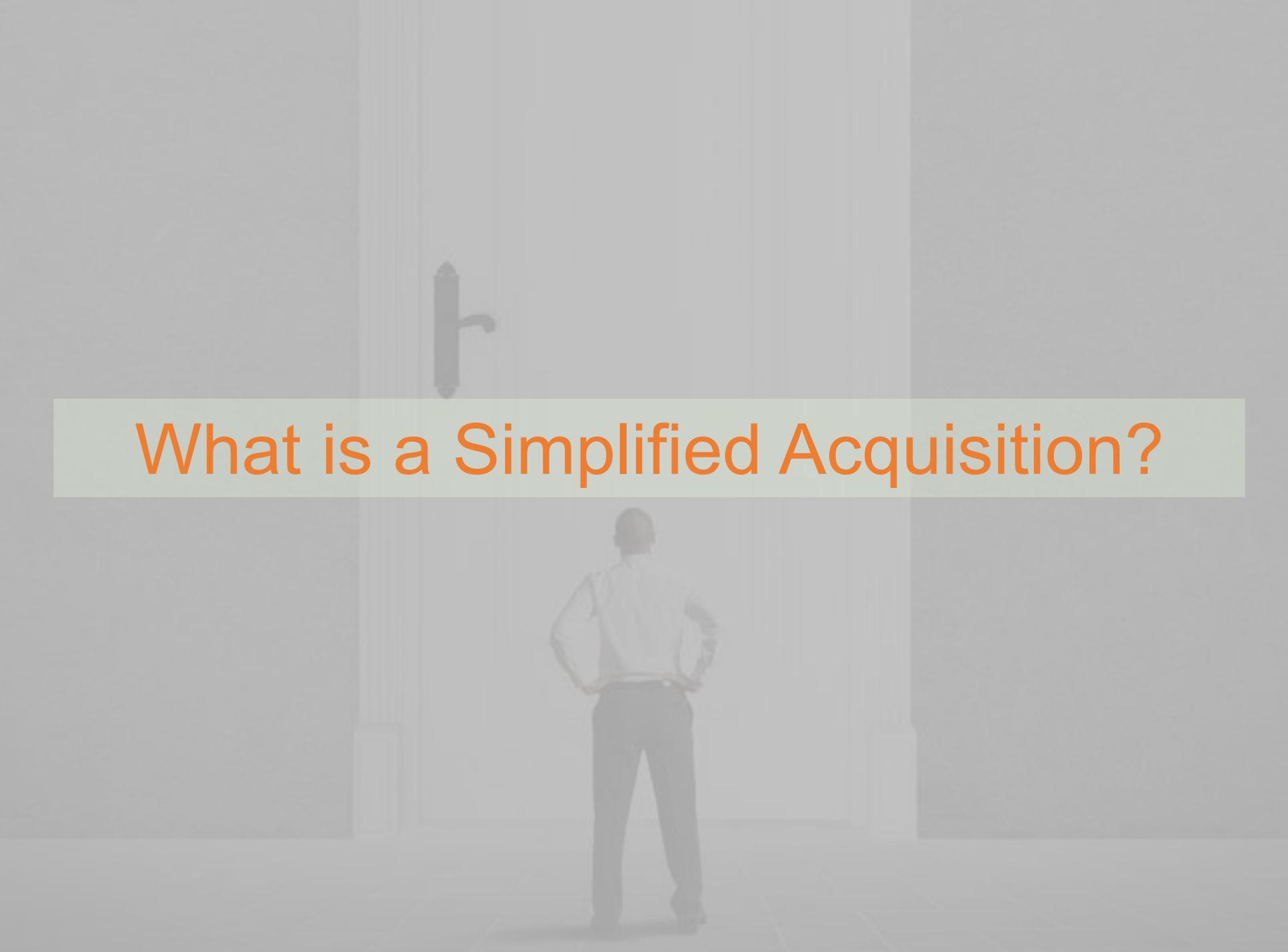
When it comes to small federal contractors and biggest bang for the proverbial B&P bucks, things aren't always what they seem. With all of the attention given to contract vehicles like GSA's STARS II, ALLIANT Small Business and the Federal Supply Schedules, one might expect those and other Multiple Award Indefinite Delivery Vehicles to do well in a competitive analysis. But that isn't always the case. [Continue reading](#) →

CATEGORIES

- [Acquisition News \(719\)](#)
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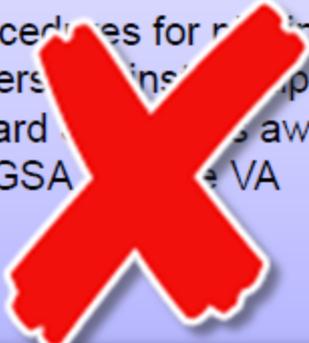
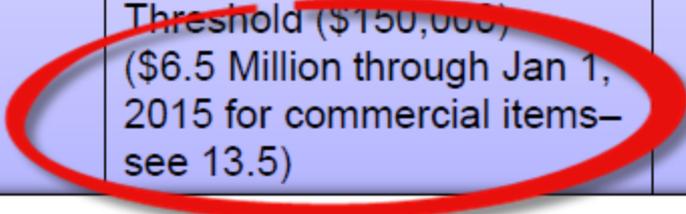
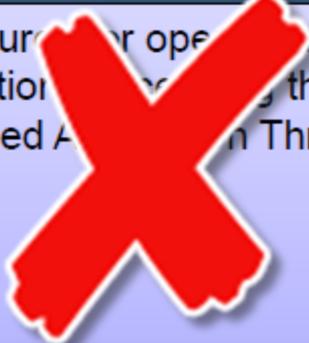
| Sum of Action Obligation | | |
|------------------------------|-------------|------------------------------|
| Solicitation Procedures | Fiscal Year | Total |
| SIMPLIFIED ACQUISITION | 2009 | \$ 13,070,333,991.73 |
| | 2010 | \$ 13,979,562,560.58 |
| | 2011 | \$ 16,804,782,023.13 |
| | 2012 | \$ 15,748,534,822.59 |
| | 2013 | \$ 17,533,790,679.92 |
| | 2014 | \$ 19,082,983,184.51 |
| | 2015 | \$ 20,125,548,972.45 |
| SIMPLIFIED ACQUISITION Total | | \$ 116,345,536,234.91 |
| Grand Total | | \$ 116,345,536,234.91 |

- 
- A group of five business professionals (three men and two women) in professional attire are standing behind a large white sign. They are all looking down at the sign with interest. The sign contains a bulleted list of statistics regarding Small Business (SB) performance in FY15.
- 6,800 SB's split **\$9B** in FY15 where each won at least \$250K (**average of \$1.3 million each!**)
 - 103 SB's netted **\$10M** or more
 - Between **\$1M and \$10M** -1,896 SB's
 - Nearly 4,800 SB's captured between **\$250K and \$1M**

A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking at a door handle in a doorway. The scene is dimly lit, with light coming from the doorway.

What is a Simplified Acquisition?

FAR Subpart 8.4, Part 13, and Part 15 provide alternative means for getting your requirements on contract:

| FAR Subpart 8.4 | FAR Part 13  | FAR Part 15 |
|---|--|---|
| Federal Supply Schedules | Simplified Acquisition Procedures | Contracting by Negotiation |
| Procedures for placing orders and insuring multiple Award contracts awarded by GSA and VA  | Procedures for open market acquisitions not exceeding the Simplified Acquisition Threshold (\$150,000) (\$6.5 Million through Jan 1, 2015 for commercial items—see 13.5)  | Procedures for open market acquisition exceeding the Simplified Acquisition Threshold  |

Construction and Architect-Engineer services must be procured IAW FAR Part 36.

~~A simplified acquisition is described in Part 13 of the Federal Acquisition Regulation (FAR) as the acquisition of supplies and services, including construction, research and development, and **commercial items** not exceeding the **simplified acquisition threshold**.~~



A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking at a door handle on a white door. The scene is dimly lit, with the person and door handle highlighted against a grey background.

What are the S.A.P. and S.A.T.?

13.002 Purpose.

The purpose of this part is to prescribe simplified acquisition procedures in order to—

- (a) Reduce administrative costs;
- (b) Improve opportunities for small, small disadvantaged, women-owned, veteran-owned, HUBZone, and service-disabled veteran-owned small business concerns to obtain a fair proportion of Government contracts;
- (c) Promote efficiency and economy in contracting; and
- (d) Avoid unnecessary burdens for agencies and contractors

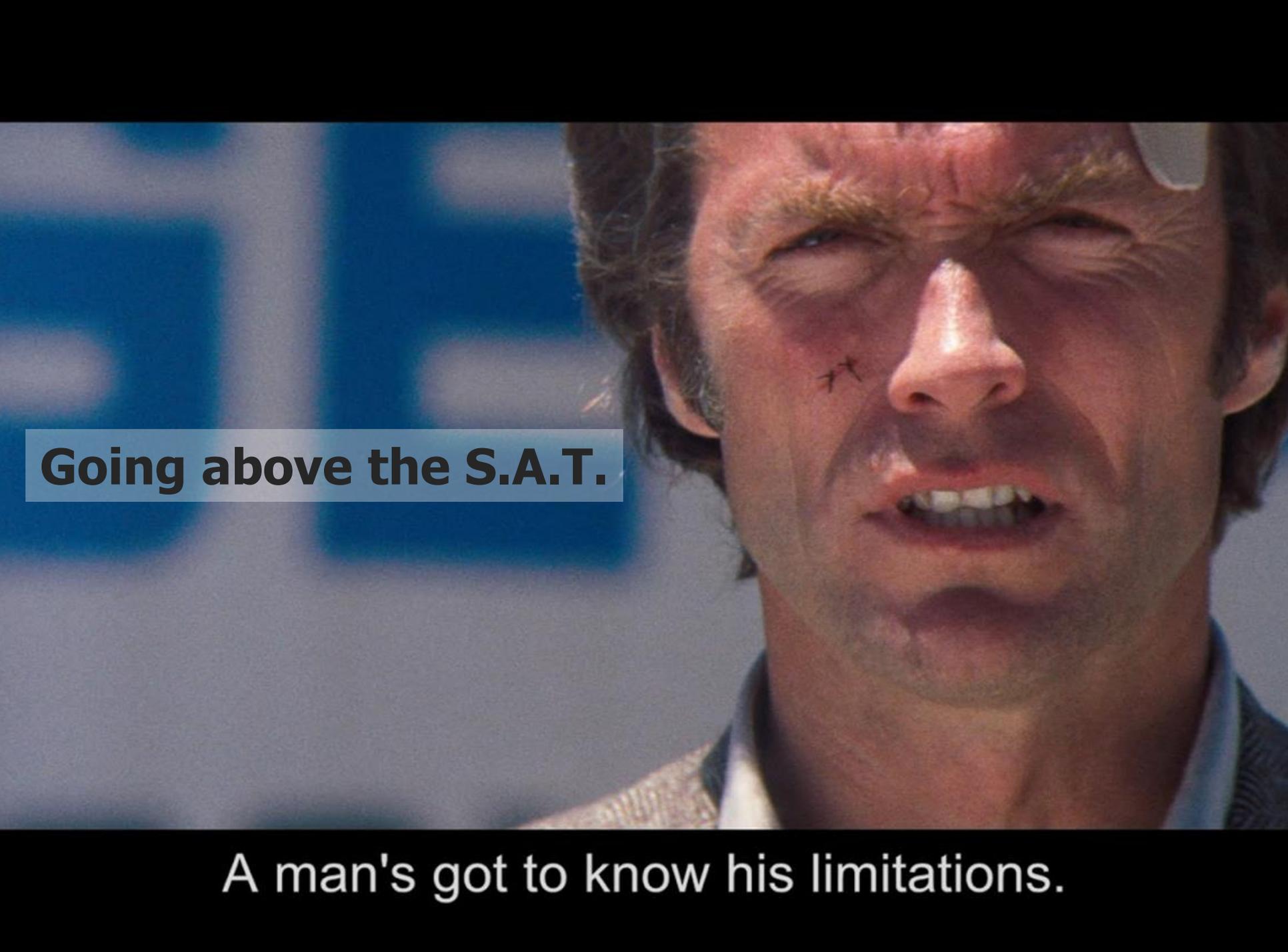
The FAR states “Each acquisition of **supplies or services** that has an anticipated dollar value exceeding **\$3,500** and not exceeding **\$150,000** is reserved exclusively for small business concerns and shall be set aside.”

The **Micropurchase Threshold** was increased to \$3500 on October 1, 2015.



Rule of Two

In summary the rule states: 'Each acquisition of supplies or services that has an anticipated dollar value exceeding \$3,000 but not over \$150,000, is automatically reserved exclusively for small business concerns and shall be set aside for small business unless the contracting officer determines **there is not** a reasonable expectation of obtaining offers from two or more responsible small business concerns that are competitive in terms of market prices, quality, and delivery.'

A close-up shot of a man's face, showing a white bandage on his forehead and a small, stitched wound on his left cheek. He has a serious, intense expression with his eyes slightly squinted. The background is blurred, showing blue and white patterns.

Going above the S.A.T.

A man's got to know his limitations.

FAR Case 2014-022 Impact to Thresholds

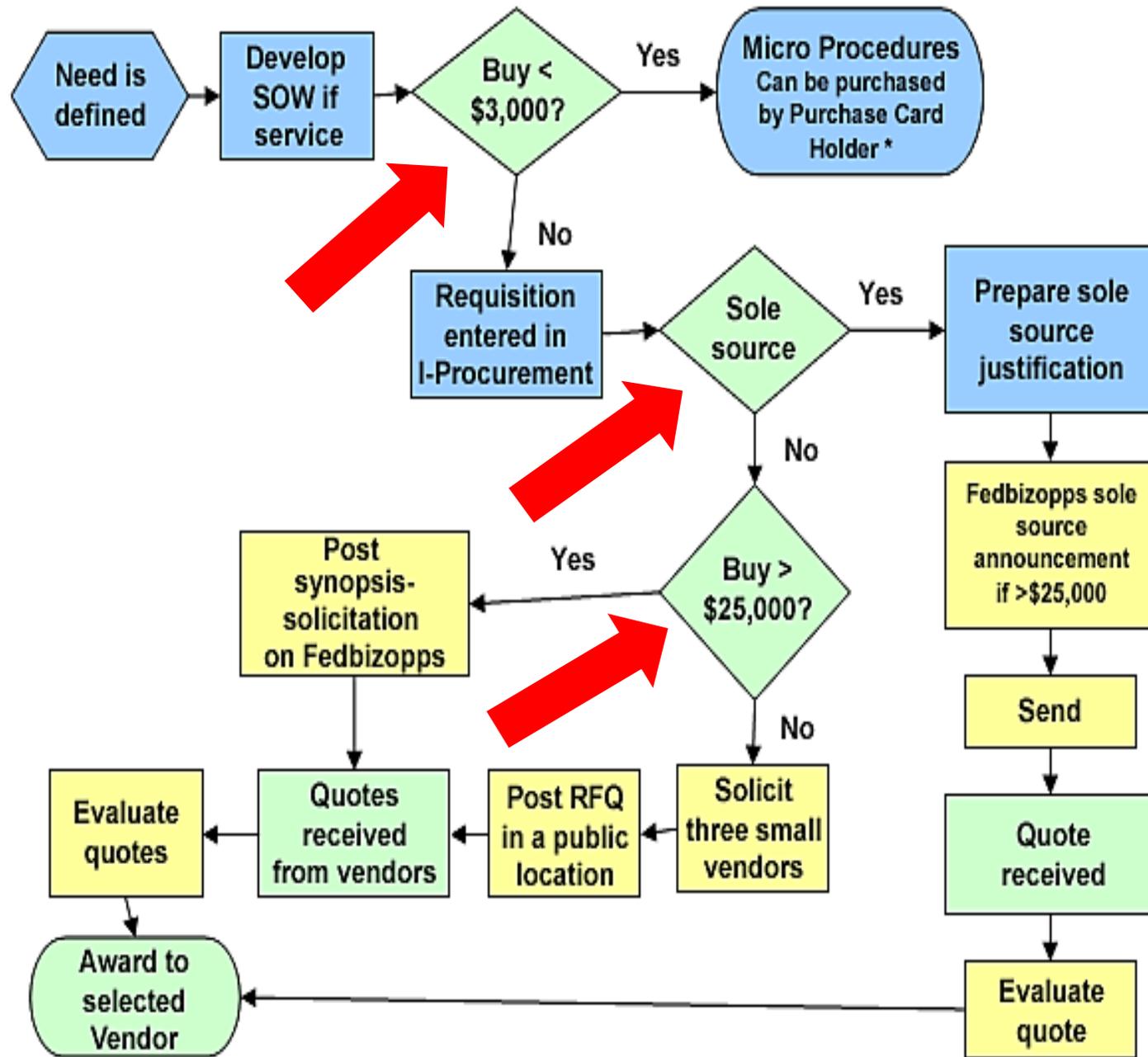
The following table shows the new thresholds due to the release of FAR Case 2014-022:



| Threshold Title | FAR Authority | Current Threshold | October 1, 2015 FY 2016 Threshold |
|--|---------------|------------------------------------|------------------------------------|
| Micro-purchase | FAR 2.101 | \$3,000.00 | \$3,500.00 |
| Simplified Acquisition | FAR 2.101 | \$150,000.00 | No change |
| FBO pre award notice | FAR 5.2 | \$25,000.00 | No change |
| FBO post award notice | FAR 5.3 | \$25,000.00 | No change |
| Simplified Acquisition Procedures for Commercial test item program | FAR 13.500 | \$150,000.01 up to \$12,000,000.00 | \$150,000.01 up to \$13,000,000.00 |
| Cost and pricing data | FAR 15.403-4 | \$700,000.00 | \$750,000.00 |
| Subcontracting -products & services | FAR 19.702 | \$650,000.00 | \$700,000.00 |
| Subcontracting- construction | FAR 19.702 | \$1,500,000.00 | No change |
| 1st Sub contract reporting including Executive Compensation | FAR 4.14 | \$25,000.00 | \$30,000.00 |
| Davis Bacon | FAR 22 | \$2,000.00 | No change |
| Service Contract Act | FAR 22 | \$2,500.00 | No change |
| Trade agreements | FAR 25.4 | Various thresholds | No change |
| Executive Compensation | FAR 4.14 | \$25,000.00 | \$30,000.00 |

A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking at a door handle on a white door. The scene is dimly lit, with light coming from the doorway behind the person. The overall image has a faded, greyish tint.

Speedier for Agencies?



Average processing time for a Simplified Purchase is 30-60 days, with additional time required for services that require a statement of work.

A grayscale photograph of a person standing in a doorway, viewed from behind. The person has their hands on their hips and is looking towards a door with a handle. The scene is dimly lit, with light coming from the doorway. A semi-transparent light green banner is overlaid across the middle of the image, containing the text "Faster for Vendors?".

Faster for Vendors?

RFQ vs RFP

Solicitations under Simplified Acquisition Procedures are called Request for Quotations (RFQ).

Solicitations under competitive or negotiated procedures are called Requests for Proposals (RFP).

Combined

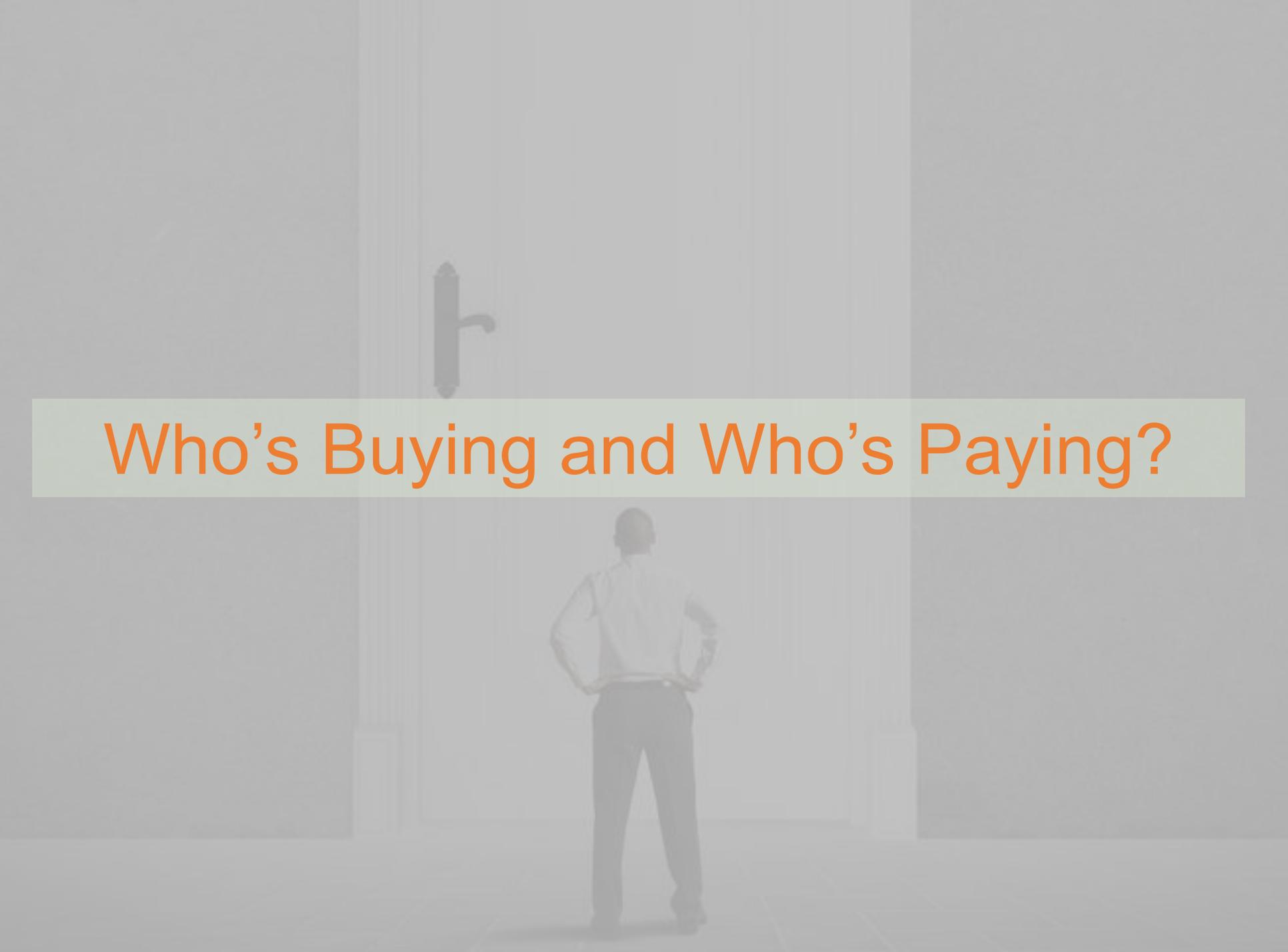
Synopsis/Solicitation

Evaluation of Quotations or Offers a/k/a FAR 13.106-2

(1) The contracting officer has **broad discretion in fashioning suitable evaluation procedures**. The procedures prescribed in [Parts 14](#) and [15](#) are not mandatory. **At the contracting officer's discretion**, one or more, but not necessarily all, of the evaluation procedures in [Part 14](#) or [15](#) may be used.

Evaluation of other factors, such as past performance-

- (i) Does not require the creation or existence of a formal data base; and
- (ii) May be based on one or more of the following:
 - (A) **The contracting officer's knowledge of and previous experience with the supply or service being acquired;**

A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking at a door handle on a white door. The scene is dimly lit, with light coming from the doorway behind the person. The background is a plain wall with a door handle.

Who's Buying and Who's Paying?

Contracting

vs.

Funding

Civilian

Defense

Intelligence

Department

Agency/Bureau

Office

61



Contracting Department

AGENCY FOR INTERNATIONAL DEVELOPMENT
 AGRICULTURE, DEPARTMENT OF
 BROADCASTING BOARD OF GOVERNORS
 CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD
 COMMERCE, DEPARTMENT OF
 COMMODITY FUTURES TRADING COMMISSION
 CONSUMER FINANCIAL PROTECTION BUREAU
 CONSUMER PRODUCT SAFETY COMMISSION
 CORPORATION FOR NATIONAL AND COMMUNITY SERVICE
 COURT SERVICES AND OFFENDER SUPERVISION AGENCY
 DEFENSE NUCLEAR FACILITIES SAFETY BOARD
 DEPT OF DEFENSE
 EDUCATION, DEPARTMENT OF
 ENERGY, DEPARTMENT OF
 ENVIRONMENTAL PROTECTION AGENCY
 EQUAL EMPLOYMENT OPPORTUNITY COMMISSION
 EXECUTIVE OFFICE OF THE PRESIDENT
 FEDERAL COMMUNICATIONS COMMISSION
 FEDERAL ELECTION COMMISSION
 FEDERAL ENERGY REGULATORY COMMISSION

FEDERAL LABOR RELATIONS AUTHORITY
 FEDERAL MARITIME COMMISSION
 FEDERAL MEDIATION AND CONCILIATION SERVICE
 FEDERAL TRADE COMMISSION
 GENERAL SERVICES ADMINISTRATION
 GOVERNMENT ACCOUNTABILITY OFFICE
 HEALTH AND HUMAN SERVICES, DEPARTMENT OF
 HOMELAND SECURITY, DEPARTMENT OF
 HOUSING AND URBAN DEVELOPMENT, DEPARTMENT OF
 INTERIOR, DEPARTMENT OF THE
 INTERNATIONAL BOUNDARY AND WATER COMMISSION: U.S.-MEXIC
 INTERNATIONAL TRADE COMMISSION
 J. F. KENNEDY CENTER FOR THE PERFORMING ARTS
 JUSTICE, DEPARTMENT OF
 LABOR, DEPARTMENT OF
 MERIT SYSTEMS PROTECTION BOARD
 MILLENIUM CHALLENGE CORPORATION
 NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
 NATIONAL ARCHIVES AND RECORDS ADMINISTRATION
 NATIONAL ENDOWMENT FOR THE ARTS



NATIONAL ENDOWMENT FOR THE HUMANITIES
 NATIONAL FOUNDATION ON THE ARTS AND THE HUMANITIES
 NATIONAL GALLERY OF ART
 NATIONAL LABOR RELATIONS BOARD
 NATIONAL SCIENCE FOUNDATION
 NATIONAL TRANSPORTATION SAFETY BOARD
 NUCLEAR REGULATORY COMMISSION
 OFFICE OF PERSONNEL MANAGEMENT
 OVERSEAS PRIVATE INVESTMENT CORPORATION
 PEACE CORPS
 PENSION BENEFIT GUARANTY CORPORATION
 RAILROAD RETIREMENT BOARD
 SECURITIES AND EXCHANGE COMMISSION
 SMALL BUSINESS ADMINISTRATION
 SMITHSONIAN INSTITUTION
 SOCIAL SECURITY ADMINISTRATION
 STATE, DEPARTMENT OF
 TRANSPORTATION, DEPARTMENT OF
 TREASURY, DEPARTMENT OF THE
 UNITED STATES TRADE AND DEVELOPMENT AGENCY
 VETERANS AFFAIRS, DEPARTMENT OF

61

79



Funding

Department

ADMINISTRATIVE OFFICE OF THE U.S. COURTS
ADVISORY COUNCIL ON HISTORIC PRESERVATION
AGENCY FOR INTERNATIONAL DEVELOPMENT
AGRICULTURE, DEPARTMENT OF
ARCHITECTURAL AND TRANSPORTATION BARRIERS COMPLIANCE BOARD
ARMED FORCES RETIREMENT HOME
BROADCASTING BOARD OF GOVERNORS
CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD
COMMERCE, DEPARTMENT OF
COMMISSION OF FINE ARTS
COMMODITY FUTURES TRADING COMMISSION
CONSUMER FINANCIAL PROTECTION BUREAU
CONSUMER PRODUCT SAFETY COMMISSION
CORPORATION FOR NATIONAL AND COMMUNITY SERVICE
COURT SERVICES AND OFFENDER SUPERVISION AGENCY
DEFENSE NUCLEAR FACILITIES SAFETY BOARD
DENALI COMMISSION
DEPT OF DEFENSE
EDUCATION, DEPARTMENT OF
ELECTION ASSISTANCE COMMISSION
ENERGY, DEPARTMENT OF
ENVIRONMENTAL PROTECTION AGENCY
EQUAL EMPLOYMENT OPPORTUNITY COMMISSION
EXECUTIVE OFFICE OF THE PRESIDENT
FEDERAL COMMUNICATIONS COMMISSION
FEDERAL ELECTION COMMISSION
FEDERAL ENERGY REGULATORY COMMISSION
FEDERAL LABOR RELATIONS AUTHORITY
FEDERAL MARITIME COMMISSION
FEDERAL MEDIATION AND CONCILIATION SERVICE
FEDERAL MINE SAFETY AND HEALTH REVIEW COMMISSION
FEDERAL TRADE COMMISSION
GENERAL SERVICES ADMINISTRATION
GOVERNMENT ACCOUNTABILITY OFFICE
GULF COAST ECOSYSTEM RESTORATION COUNCIL
HEALTH AND HUMAN SERVICES, DEPARTMENT OF
HOMELAND SECURITY, DEPARTMENT OF
HOUSING AND URBAN DEVELOPMENT, DEPARTMENT OF
INTERIOR, DEPARTMENT OF THE
INTERNATIONAL BOUNDARY AND WATER COMMISSION: U.S.-MEXICO



INTERNATIONAL TRADE COMMISSION
J. F. KENNEDY CENTER FOR THE PERFORMING ARTS
JUSTICE, DEPARTMENT OF
LABOR, DEPARTMENT OF
LIBRARY OF CONGRESS
MERIT SYSTEMS PROTECTION BOARD
MILLENIUM CHALLENGE CORPORATION
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION
NATIONAL ARCHIVES AND RECORDS ADMINISTRATION
NATIONAL COMMISSION ON LIBRARIES AND INFORMATION SCIENCE
NATIONAL ENDOWMENT FOR THE ARTS
NATIONAL ENDOWMENT FOR THE HUMANITIES
NATIONAL FOUNDATION ON THE ARTS AND THE HUMANITIES
NATIONAL GALLERY OF ART
NATIONAL LABOR RELATIONS BOARD
NATIONAL MEDIATION BOARD
NATIONAL SCIENCE FOUNDATION
NATIONAL TRANSPORTATION SAFETY BOARD
NUCLEAR REGULATORY COMMISSION
OFFICE OF GOVERNMENT ETHICS
OFFICE OF PERSONNEL MANAGEMENT
OFFICE OF SPECIAL COUNSEL
OVERSEAS PRIVATE INVESTMENT CORPORATION
PEACE CORPS
PENSION BENEFIT GUARANTY CORPORATION
RAILROAD RETIREMENT BOARD
RECOVERY ACCOUNTABILITY AND TRANSPARENCY BOARD
SECURITIES AND EXCHANGE COMMISSION
SMALL BUSINESS ADMINISTRATION
SMITHSONIAN INSTITUTION
SOCIAL SECURITY ADMINISTRATION
STATE, DEPARTMENT OF
THE COUNCIL OF THE INSPECTORS GENERAL ON INTEGRITY AND EFFICIENCY
THE JUDICIAL BRANCH
TRANSPORTATION, DEPARTMENT OF
TREASURY, DEPARTMENT OF THE
U.S. TAX COURT
UNITED STATES TRADE AND DEVELOPMENT AGENCY
VETERANS AFFAIRS, DEPARTMENT OF

61

79

153

275

2698

10131



Contracting

Funding

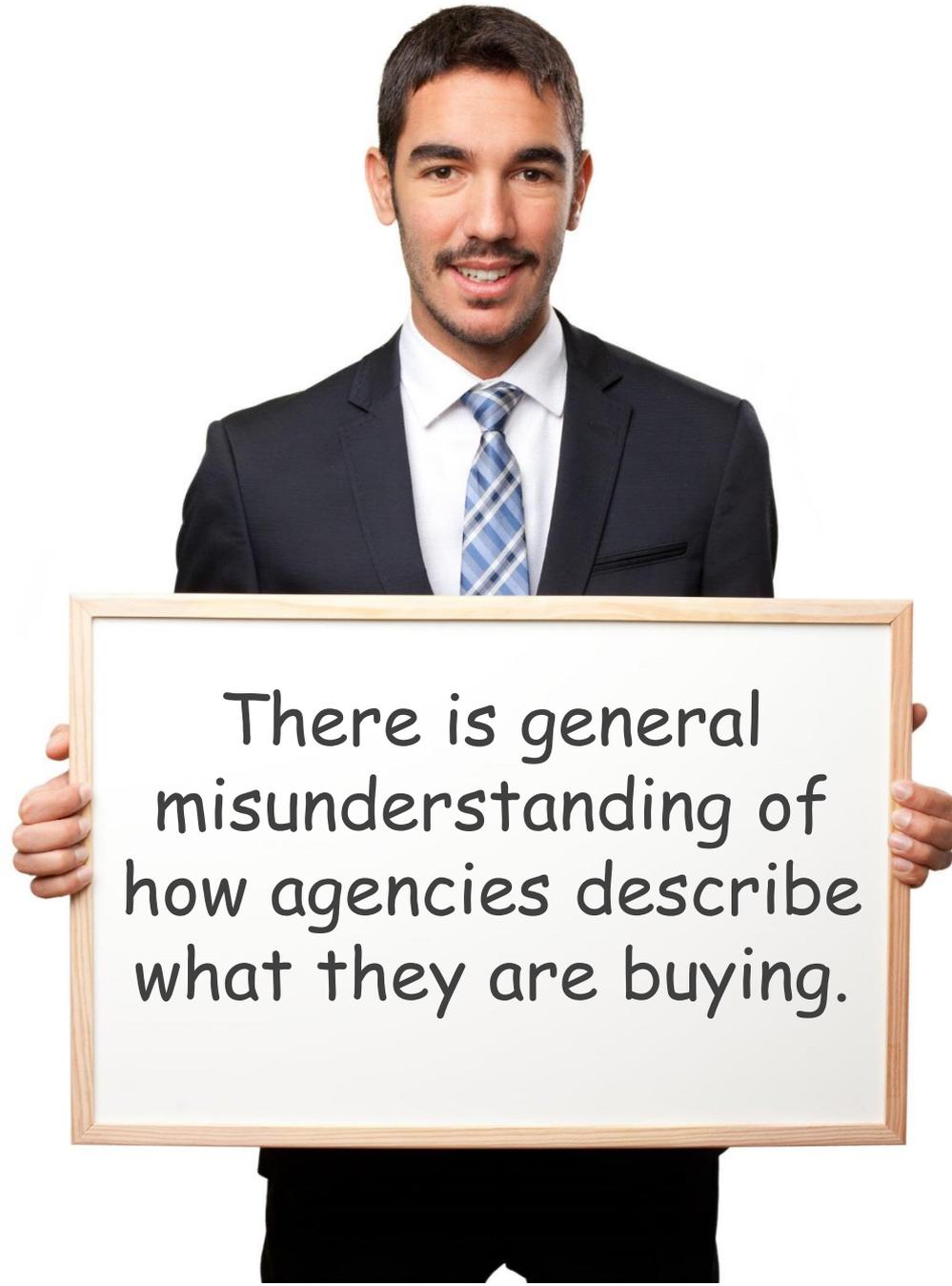
Department

Agency

Office or Center

A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking at a door handle on a white door. The scene is dimly lit, with the person and door handle appearing as dark silhouettes against a lighter background.

Do You Know the Agency Code(s)?



There is general
misunderstanding of
how agencies describe
what they are buying.



Specifically related to
how agencies classify
contract actions and
the goods and services
they buy.

“How do you ‘connect the dots’ when you don’t know **what the ‘dots’ mean?”**

- Guy Timberlake, Chief Visionary, 2014

Here are the
descriptions of 2
classifications used
every day in
federal contracting.



‘...best describes the principal purpose of the product or service being acquired.’



This one describes NAICS Codes.

This one describes Product and Service Codes.



‘...“WHAT” was bought for each contract action and should be selected based on the predominant product or service being purchased.’

// you're reading...



CHIEF VISIONARY'S BLOG, FEATURED ARTICLES & BLOGS, GOVCONCI™, INDUSTRY BLOGGER, INDUSTRY NEWS, MARKET INTELLIGENCE AND RESEARCH, OP-ED/BLOG

542 Reasons to Change How You Use NAICS and PSC Codes (or 'Are you looking for your opportunities in the right place(s)?')

POSTED BY GOVCONCHANNELCHIEF · OCTOBER 4, 2015 · 3 COMMENTS

FILED UNDER ACQUISITION, COMPETITIVE INTELLIGENCE, CONTRACTING, GOVERNMENT, INTELLIGENCE, NAICS CODE, PRODUCT AND SERVICE, PSC, SIMPLIFIED ACQUISITION, SMALL BUSINESS, SOLICITATION



Before the North American Industry Classification System (NAICS) was adopted by government contracting, two other classification systems were in play. One, the Standard Industrial Classification (SIC) was replaced by NAICS and the other was all but forgotten, if it was known in the first place. Funny thing is, the Product and Service Codes (PSC) didn't go away and remain an integral part of federal contracting for agencies and vendors.

This continues my ongoing 'reveal' of the relationship between PSC and NAICS Codes.

— The Chief Visionary

In an effort to help increase opportunity awareness for small federal contractors, I've published quite a few pieces related to NAICS Codes, PSC Codes, how they are used by agencies and how vendors should ensure they understand how knowing and using both systems can add to identifying opportunities. Some of the more recent ones include:

- ['To See or To Be Seen, Use the Right Codes!' \(Video\)](#)
- ['Balancing NAICS and PSC For Business Sake'](#)
- ['Marketing? Market Research? Don't Ignore Product and Service Codes.'](#)
- ['Quick Guide to Product and Service Codes in Government Contracting'](#)
- ['Fact, Fiction and More About NAICS Codes'](#)



CATEGORIES

- ▣ Acquisition News (727)
- ▣ Agency News (596)
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 - ▣ Government PAO (13)
 - ▣ Industry Blogger (511)
 - ▣ Media Publication (993)
 - ▣ Sponsor/Partner (93)
- ▣ Education and Training Events (10)

Search more than **20,600*** active federal opportunities.

Posted Date: Set-Aside Code:

Place of Performance: Type:

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).
* Notices posted within the last 90 days.



ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

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No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)



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VENDOR COLLABORATION

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

[VENDOR COLLABORATION](#)

NAICS Code:

Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

|   |  54151  |
|--|---|
| <input type="checkbox"/> 541511 – Custom Computer Programming Services | |
| <input type="checkbox"/> 541512 – Computer Systems Design Services | |
| <input type="checkbox"/> 541513 – Computer Facilities Management Services | |
| <input type="checkbox"/> 541519 – Other Computer Related Services | |
| 0 of 1353 selected [show selected] [show all] | |

Got Products?

Do you sell or manufacture products? Of the 542 total PSC Codes referenced, 165 of them are for products and they account for **just over \$4 billion** of the spend. Product Group Codes represented include (but are not limited to):

- Weapons
- Nuclear Ordnance
- Fire Control Equipment
- Space Vehicles
- Ship and Marine Equipment
- Vehicular Equipment Components
- Special Industry Machinery
- Plumbing, Heating, Waste Disposal
- Electric Wire, Power Distribution Equipment
- Instruments and Laboratory Equipment
- Photographic Equipment
- Office Machines
- Office Supplies and Devices
- Musical Instruments
- Clothing, Individual Equipment and Insignia
- Metals, Bars, Sheets and Shapes

and of course:

- ADP Equipment, Software, Supplies and Equipment



At Your Service(s)!

Of the remaining 377 PSC Codes not related to products, **twenty five of them are in the Services Group for IT and Telecom**. Now, those twenty-five codes account for **\$19 billion**, leaving 352 services codes to split roughly **\$7 billion**. Here are some of the other Services Group Codes:

- Research and Development
- Special Studies and Analyses – Not R&D
- Architect and Engineering – Construction
- Natural Resources and Conservation
- Social Services
- Quality Control, Testing and Inspection
- Maintenance, Repair and Rebuilding of Equipment
- Technical Representative
- Operation of Government Owned Facilities
- Installation of Equipment (Which means they bought it somewhere, right?)
- Medical Services
- Professional, Administrative and Management Support (e.g., **Real Estate Brokerage**, **Policy Review**, **Market Research**, **Expert Witness**, **Physical Security**, **Human Resources**, **Patent and Trademark**, **Courier/Messenger**, **Transcription**, **Mailing/Distribution**, **Translation and Interpreting**, **Background Investigation**, **Accounting**, **Logistics Support**, **Public Relations**, and more!)
- Utilities and Housekeeping Services
- Education and Training



| | |
|--|----------------------------|
| Fiscal Year | 2015 |
| Solicitation Procedures | SIMPLIFIED ACQUISITION |
| Sum of Action Obligation | |
| NAICS and Description (Top 20 of 1149) | Total |
| 541519 - OTHER COMPUTER RELATED SERVICES | \$ 967,435,875.59 |
| 336413 - OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING | \$ 874,386,637.86 |
| 423940 - JEWELRY, WATCH, PRECIOUS STONE, AND PRECIOUS METAL MERCHANT WHOLESALERS | \$ 603,651,861.85 |
| 541990 - ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES | \$ 535,480,303.82 |
| 511210 - SOFTWARE PUBLISHERS | \$ 466,798,454.15 |
| 541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES | \$ 452,775,786.46 |
| 541512 - COMPUTER SYSTEMS DESIGN SERVICES | \$ 395,213,735.25 |
| 541511 - CUSTOM COMPUTER PROGRAMMING SERVICES | \$ 352,733,601.80 |
| 339113 - SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING | \$ 313,866,317.41 |
| 541330 - ENGINEERING SERVICES | \$ 310,074,641.44 |
| 334516 - ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING | \$ 258,584,702.09 |
| 334220 - RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING | \$ 229,765,459.47 |
| 334419 - OTHER ELECTRONIC COMPONENT MANUFACTURING | \$ 226,644,027.33 |
| 561210 - FACILITIES SUPPORT SERVICES | \$ 208,783,587.27 |
| 336611 - SHIP BUILDING AND REPAIRING | \$ 208,213,164.22 |
| 541712 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) | \$ 182,702,720.08 |
| 336412 - AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING | \$ 177,252,988.04 |
| 423430 - COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS | \$ 177,022,709.97 |
| 334111 - ELECTRONIC COMPUTER MANUFACTURING | \$ 158,535,080.76 |
| 339112 - SURGICAL AND MEDICAL INSTRUMENT MANUFACTURING | \$ 156,293,075.73 |
| Grand Total | \$ 7,256,214,730.59 |

| | |
|--|----------------------------|
| Fiscal Year | 2015 |
| Solicitation Procedures | SIMPLIFIED ACQUISITION |
| Sum of Action Obligation | |
| PSC and Description (Top 20 of 2378) | Total |
| 7030 - ADP SOFTWARE | \$ 879,705,684.54 |
| R499 - SUPPORT- PROFESSIONAL: OTHER | \$ 625,942,131.73 |
| 9660 - PRECIOUS METALS PRIMARY FORMS | \$ 604,935,334.39 |
| 6515 - MEDICAL AND SURGICAL INSTRUMENTS, EQUIPMENT, AND SUPPLIES | \$ 546,437,276.07 |
| R425 - SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL | \$ 363,289,212.01 |
| 6640 - LABORATORY EQUIPMENT AND SUPPLIES | \$ 307,323,426.43 |
| D399 - IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS | \$ 306,210,006.25 |
| AZ14 - R&D- OTHER RESEARCH AND DEVELOPMENT (ENGINEERING DEVELOPMENT) | \$ 306,054,248.89 |
| R408 - SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT | \$ 266,585,372.66 |
| 1560 - AIRFRAME STRUCTURAL COMPONENTS | \$ 252,491,350.64 |
| D319 - IT AND TELECOM- ANNUAL SOFTWARE MAINTENANCE SERVICE PLANS | \$ 179,640,088.51 |
| R699 - SUPPORT- ADMINISTRATIVE: OTHER | \$ 177,037,311.94 |
| 4820 - VALVES, NONPOWERED | \$ 170,546,354.69 |
| 1680 - MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS | \$ 163,359,590.81 |
| 5340 - HARDWARE, COMMERCIAL | \$ 159,738,888.59 |
| 7110 - OFFICE FURNITURE | \$ 158,258,601.71 |
| 9999 - MISCELLANEOUS ITEMS | \$ 147,000,226.18 |
| 5895 - MISCELLANEOUS COMMUNICATION EQUIPMENT | \$ 142,462,832.43 |
| R799 - SUPPORT- MANAGEMENT: OTHER | \$ 139,546,031.15 |
| D307 - IT AND TELECOM- IT STRATEGY AND ARCHITECTURE | \$ 132,983,863.90 |
| Grand Total | \$ 6,029,547,833.52 |



NAICS

PSC

A person in a white shirt and dark pants stands with their back to the camera, hands on hips, looking at a door handle on a white door. The scene is dimly lit, with the person and door handle highlighted against a grey background.

How Are These Purchases Made?

A group of five business professionals (three men and two women) in professional attire are standing behind a large white sign. They are all looking down at the sign with interest. The background is plain white.

Are you familiar with the various types of **contracts** and **agreements** agencies use when they make awards?

A group of five business professionals (three men and two women) dressed in black suits and white shirts, standing in a line and holding a large white sign. They are all looking down at the sign with interest. The background is plain white.

Would you know an 'Award' from an 'IDV' if I
put them up on the screen right now?

Awards and IDVs

An **'Indefinite Delivery Vehicle'** is a contract/agreement awarded to one or more vendors to facilitate the delivery of supply and service orders. These are the only award instruments which may have orders placed against them.

An **'Award'** is a contractual vehicle (vice an agreement) that cannot have orders placed against it (the only way to change an 'award' is to modify it). Awards are made to a single vendor.

BOA

BPA

These are IDVs

BPA Call

Definitive Contract

Delivery Order

FSS

These are Awards

**These can be
Awards, too**

GWAC

IDC

Purchase Order

| | |
|--------------------------|-----------------------|
| Fiscal Year | 2015 |
| Sum of Action Obligation | |
| Award or IDV Type | Total |
| BOA | \$ 80,241,512.41 |
| BPA | \$ 124,672,249.23 |
| BPA CALL | \$ 11,170,525,339.78 |
| DEFINITIVE CONTRACT | \$ 202,747,394,114.18 |
| DELIVERY ORDER | \$ 199,064,941,205.89 |
| FSS | \$ - |
| GWAC | \$ 2,687,761.94 |
| IDC | \$ 8,434,815,337.91 |
| PURCHASE ORDER | \$ 15,325,061,545.66 |
| Grand Total | \$ 436,950,339,067.00 |

Any idea why this matters when you're trying to find contracting opportunities?





*Of Part One,
That Is!*